



Company name: **Biovica International**
Category : **Medtech**
Sub category: **Diagnostics**
Location : **Uppsala**

Challenge

- How can we find cancer earlier?
- How will the cancer disease develop?
- How do we know if a cancer treatment gives desired effect or not?

Our solution

- DiviTum™ can allow for earlier detection
- DiviTum™ has the ability to prognosticate cancer disease development
- DiviTum™ can monitor the effect of a cancer treatment

Market Potential

- >12.6 M people get cancer every year
- Europe & US alone (~15% world population) USD >5 Billions

Early development

Proof of concept

CE-marking

Commercialised



CHALLENGE

- How can we improve peoples life by finding cancer earlier?
- How can we improve the probability of successfully treating cancer?
- How can we improve the medical doctors ability to properly diagnose and monitor their cancer patients?

SOLUTION

- Cancer is spread by uncontrolled cell division
- By measuring the cell-division rate in people, earlier detection of cancer and better prognosis of cancer disease is possible
- Biovica has developed the most sensitive test in the world for measuring cell-division
- The increased and unique sensitivity opens up a new area, i.e. solid tumours that cannot be successfully analysed with older tests available on the market

BUSINESS MODEL

- Biovica produces and sells the DiviTum™ assay, developed in our research laboratory in Sweden
- DiviTum™ is distributed on selected markets, where we collaborate with external partners with local expertise
- Licencing of the technology to business partners
- Continuing to build on the already published data with our partners, e.g the Karolinska Institute in Stockholm

MARKET

- Market size is substantial. The potential for Europe and US (~15% of world population) is >\$5Billion
- The market is growing year by year, with ageing population and increasing cancer incidence
- Other tests that measures the same enzyme are less sensitive. This opens up a unique position for DiviTum™ for application in solid tumours
- Biovica has a strong patent based on the process



PROGRESS

Development

- Patent in 40 countries
- CE marked product
- ISO certified processes
- ~10 published studies (>1.000 on the TK enzyme)
- Distribution agreements signed on selected markets
- Financed through investors and Vinnova/Eurostar

Next steps

- Further documentation of the product, e.g. together with Karolinska Institute, Stockholm (in progress)
- Injection of capital for execution of commercialisation of product

OTHER INFORMATION

- Biovica has received funding from Eurostars, ranked as #4 out of 350 projects.
- Biovica has received the Network Stars Award from Europe Enterprise Network for the best research project in competition with >300 projects.

Financials (USD)	2011	2010	2009
Revenue	800k	600k	400k
EBIT	-500k	-200k	-100k
Balance sheet total	1,500 k	1,600 k	900k
Valuation	-	-	-
Five Largest Owners		Shares (%)	
S. Gronowitz & family		29%	
A. Rylander		15%	
H. Bornefalk & family		7%	
F.B. Johnsson		7%	
M. Danielsson		5%	

Other	
Founded	2009
Employees	8
How much funding in total has been raised in previous rounds?	3 MUSD



TRACK RECORD AND EXPERTISE

- Professor Mats Danielsson – Professor at Royal Institute of Technology in Stockholm. Founder and CEO of Mamea Imaging, now acquired by Philips
- Anders Rylander, CEO of Biovica, founder of Axholmen Management Consultant firm. CTO for ICA (\$14 billion food retailer), Senior Manager at Accenture
- Mattias Bergqvist - Marketing Director of Biovica, previously Marketing Director Oncology at AstraZeneca Nordics and Brand Director Oncology at AstraZeneca Global Marketing (UK)
- Ass. Professor Simon Gronowitz – Innovator of the product. 30 years of experience within the area, several patents and products that have been commercialized

BOARD OF DIRECTORS AND MANAGEMENT

Frank Bertil Johnsson	Chairman
Prof. Mats Danielsson	Board member
Anders Rylander	CEO
Mattias Bergqvist	Marketing Director
Magnus Neumüller	Development Manager

WHAT ARE WE LOOKING FOR?

- Biovica is looking for distributors, licensing partners and potential investors for expansion
- We're open for both industrial collaboration (pharma or diagnostics companies) or financial (venture capital firms) investors
- Biovica is looking for an investment in the range of \$7-8M

Contact information

Anders Rylander, CEO
anders.rylander@biovica.com
+46 (0)761 61 21 90